

# **SpectrumLink Networks, Inc.**

62 North Chapel Street, Suite 203

Newark, DE 19711

Phone: (302) 456-9900

Fax: (302) 456 9909

REC'D TN  
REGULATORY AUTH.

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OFFICE OF THE  
EXECUTIVE SECRETARY

**June 29, 2000**

## **Via Federal Express**

Tennessee Regulatory Authority  
Carsie Mundy, Regulatory Manager  
460 James Robertson Parkway  
Nashville, TN 37243-0505

Re: O1 Communications of Tennessee, LLC  
Docket No. 99-00861  
Amendment to Application for Certificate of Public Convenience and Necessity

Mr. Mundy:

Enclosed herewith are the original and 14 copies of the Amendment to the Application for Certificate of Public Convenience and Necessity of O1 Communications of Tennessee, LLC.

Kindly return a date-stamped copy of this filing to me in the enclosed, self-addressed stamped envelope to acknowledge receipt.

Thank you for your cooperation.

Very truly yours,

SPECTRUMLINK NETWORKS, INC.



William Shehwen  
Assistant Director, State Regulatory Affairs  
(302) 456-9900, Ext. 100  
wshehwen@spectrumlink.net

Enclosure

POSTED  
6/30/00

In the matter of the Application of O1 )  
Communications of Tennessee, LLC for a ) Docket No. 99-00861  
Certificate of Public Convenience and Necessity )  
to provide intrastate telecommunications services )

Pursuant to applicable Tennessee Statutes and the Rules and Regulations of the Tennessee Regulatory Authority (“TRA”), O1 Communications of Tennessee, LLC (“O1”) respectfully submits this amendment to its Application for authority to provide competing resold and facilities-based local and interexchange telecommunications services, including exchange access telecommunications services, within the service areas of ILECs BellSouth and Sprint in the State of Tennessee.

**1. The name and address of Applicant is:**

Questions regarding this Application should be directed to:

**Rudolph J. Geist**  
**O1 Communications of Tennessee, LLC**  
**62 North Chapel Street, Suite 203**  
**Newark, DE 19711**  
**(302) 456-9900, ext.104 (voice)**  
**(302) 456-9909 (fax)**

**2. Names and addresses of all officers in Tennessee:**

The names and addresses of the Applicant's principal corporate officers and other senior managers responsible for Tennessee local operations are listed in **Exhibit 1** of this Application. At least initially, none of O1's corporate officers will be located in Tennessee.

**3. Corporate Information:**

O1 was formed as a limited liability company in the State of Tennessee on October 6, 1999. It is a wholly-owned subsidiary of SpectrumLink Networks, Inc., a Delaware corporation. A copy of O1's Articles of Organization was previously attached to its initial Application as Exhibit 2.

**4. Repair and maintenance information:**

No change.

**5. Status of O1 in other states:**

See **Exhibit 3**.

**6. Financial, managerial and technical qualifications:**

O1 possesses the managerial, technical and financial ability to provide local and interexchange telecommunications service in the State of Tennessee. See **Exhibit 4**, O1's financial qualifications, and **Exhibit 5**, O1's managerial and technical qualifications.

**7. Proposed service area:**

No change.

**8. Types of telecommunications service to be provided:**

No change.

**9. Statement of compliance:**

No change.

Respectfully submitted this 29<sup>th</sup> day of June, 2000.

O1 COMMUNICATIONS OF TENNESSEE, LLC

BY:

  
\_\_\_\_\_  
RUDOLPH J. GEIST  
PRESIDENT, GENERAL COUNSEL

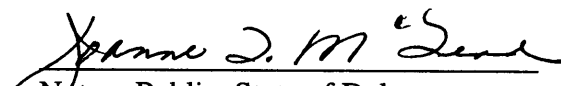
**VERIFICATION**

STATE OF DELAWARE                    )  
  ) ss  
COUNTY OF New Castle            )

Rudolph J. Geist, being first duly sworn, deposes and says that he is the President, General Counsel for O1 Communications of Tennessee, LLC, the applicant in the above proceeding; that he has read the foregoing Amendment to Application and knows the contents thereof; and that he is authorized by O1 Communications of Tennessee, LLC to verify that the contents of the Amendment to Application are true.

  
\_\_\_\_\_  
Rudolph J. Geist

Subscribed and sworn to before me this  
29 day of June, 2000.

  
\_\_\_\_\_  
Notary Public, State of Delaware

[SEAL]

Joanne T. McLeod  
Notary Public  
New Castle County, DE  
My Comm. Expires 02-01-2002

Application of O1 Communications of Tennessee, LLC  
for a Certificate of Public Convenience and Necessity

**Exhibit 1**

**OFFICERS AND MANAGERS**

William R. Stritzinger, Chairman and Chief Executive Officer  
Rudolph J. Geist, President, General Counsel, Director  
James R. Stritzinger, Chief Financial Officer, Chief Operating Officer, Director

All officers and directors may be contacted at:

62 North Chapel Street  
Suite 203, Newark, DE 19711

Application of O1 Communications of Tennessee, LLC  
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**Exhibit 3**

**STATUS IN OTHER STATES**

SpectrumLink Networks, Inc., a Delaware corporation, the parent company of O1 herein, through its acquisition from O1 Communications, Inc. of 21 limited liability companies, including Applicant herein, currently holds, through its subsidiaries, local and interexchange certificates in 10 U.S. states. Further, SpectrumLink Networks, Inc. is an applicant for certification in Delaware, and through its subsidiaries, is an applicant for certification, or will be an applicant for certification within the next six months, in more than 12 additional states, to provide local exchange and interexchange telecommunications services.

Application of O1 Communications of Tennessee, LLC  
for a Certificate of Public Convenience and Necessity

**Exhibit 4**

**FINANCIAL QUALIFICATIONS**

O1 is financially qualified to render its proposed telecommunications services in Tennessee. O1 has access through its parent company, SpectrumLink Networks, Inc., a Delaware corporation, to the financing and capital necessary to fulfill any obligations it may undertake with respect to the operation and maintenance of its Tennessee operations. Initial funding has been provided to O1 by its parent company, SpectrumLink Networks, Inc., and the investors in SpectrumLink Networks, Inc. have agreed to commit the resources necessary to procure loans and financing as may be required for operation of the business. O1 therefore has ample financial resources to operate the proposed telecommunications services.

See attached copies of financial statements of O1's parent company, SpectrumLink Networks, Inc., a Delaware corporation, and Affidavit of William R. Stritzinger, attached hereto.



06/29/00

## SpectrumLink Networks, Inc.

## Balance Sheet

As of June 30, 2000

	Jun 30, '00
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1000 Checking - Wilmington Tst	-34,869.58
1010 Sweep Reserve - Wilm Trust	1,498,104.00
2510 Short Term Loan	-25,000.00
Total Checking/Savings	1,438,234.42
Total Current Assets	1,438,234.42
Fixed Assets	
1620 Equipment	
Original Cost	1,299.00
1620 Equipment - Other	32,631.97
Total 1620 Equipment	33,930.97
Total Fixed Assets	33,930.97
<b>TOTAL ASSETS</b>	<b>1,472,165.39</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2100 Payroll Liabilities	
2110 Federal Taxes Withheld	126.40
2140 Del Income Tax Withheld	2,623.46
2170 Accrued Del Unemp Tax	459.00
2190 NC Income Tax Withholding	124.50
Total 2100 Payroll Liabilities	3,333.36
2195 MD Income Tax Withholding	876.58
Total Other Current Liabilities	4,209.94
Total Current Liabilities	4,209.94
Total Liabilities	4,209.94
Equity	
2710 Preferred Stock	1,600,000.00
Net Income	-132,044.55
Total Equity	1,467,955.45
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,472,165.39</b>

06/29/00

# SpectrumLink Networks, Inc.

## Profit & Loss

January through June 2000

	Jan - Jun '00
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
3201 Interest Earned	4,265.29
<b>Total Income</b>	<u>4,265.29</u>
<b>Expense</b>	
4999 Salary Related Expenses	
5040 Contract Labor	1,050.00
5050 Payroll Taxes	5,733.40
5060 Officer Group & Med Ins	3,437.46
5080 Auto Allowances	2,000.00
4999 Salary Related Expenses - Other	65,200.00
<b>Total 4999 Salary Related Expenses</b>	<u>77,420.86</u>
5999 General Expenses	
6060 Telephone	1,984.38
6070 Heat & Electricity	24.95
6080 Office Supplies	221.84
6090 Office Expense	80.19
6100 Rent	2,499.00
6110 Bank Service Charges	163.55
6120 Licenses & Permits	91.25
6130 Legal Fees	6,396.33
6140 Accounting Fees	75.00
6160 Travel	10,849.45
6170 Meals	1,193.46
6175 Entertainment	31.00
6230 Postage & Delivery	253.43
6240 Printing & Reproduction	161.20
6300 Connection Fees & Charges	5,623.10
6400 Miscellaneous	490.85
<b>Total 5999 General Expenses</b>	<u>30,138.98</u>
6105 State Filing Fees	3,750.00
6270 Short Term Loan Repayment	25,000.00
<b>Total Expense</b>	<u>136,309.84</u>
<b>Net Ordinary Income</b>	<u>-132,044.55</u>
<b>Net Income</b>	<u><u>-132,044.55</u></u>

**AFFIDAVIT**

STATE OF DELAWARE            )  
  ) ss  
COUNTY OF NEW CASTLE        )

I, WILLIAM R STRITZINGER, swear as follows:

I am the Chief Executive Officer and Chairman of the Board of SpectrumLink Networks, Inc., a Delaware corporation and O1 Communications of Tennessee, LLC.

SpectrumLink Networks, Inc. is currently seeking in excess of \$50 million in equity financing, for which it is currently in discussions with several alternative funding sources. The additional funds sought will supplement funds already raised by the company to finance its operations and those of its subsidiaries, including the Applicant herein.

Additionally, I have the necessary financial resources and hereby guarantee the provision of necessary resources to support the operations of Applicant. In the event necessary funds are not secured from other sources, I intend to make resources available to the company and to procure any additional financing which may be necessary to support the company's operations in Tennessee.

I declare under penalty of perjury under the laws of the State of Delaware that the foregoing is true and correct.

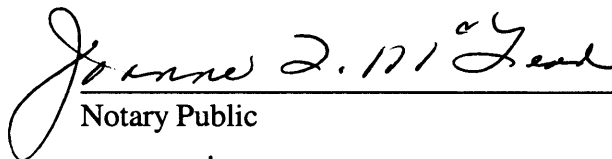
Executed on 6/29, 2000 at New Castle County, Delaware.



WILLIAM R. STRITZINGER

Subscribed and sworn to before me this 29<sup>th</sup> day of June, 2000 at New Castle County, Delaware.

[SEAL]

  
Notary Public

Joanne T. McLeod  
Notary Public  
New Castle County, DE  
My Comm. Expires 02-01-2002

Application of O1 Communications of Tennessee, LLC  
for a Certificate of Public Convenience and Necessity

**Exhibit 5**

**MANAGERIAL AND TECHNICAL QUALIFICATIONS**

**MANAGERIAL:**

**William R. Stritzinger** is the Company's co-founder, Chairman and CEO. Mr. Stritzinger has years of experience in the telecommunications and Internet industry, having sold his former company, The Data Place, Inc. ("DPI"), in mid 1998, to IXC Communications, Inc. (renamed Broadwing, Inc. subsequent to its recent merger with Cincinnati Bell Telephone) in a multi-million dollar deal. Previous to the sale transaction, DPI was a successful regional network systems engineering and integration firm, a regional ISP, and owner of high capacity fiber optic cable routes between New York, NY and Washington, DC. Upon its sale, DPI had in excess of \$10 million in annual revenues. Mr. Stritzinger has been subject to a non-competition clause since the sale of his company, but it has recently expired allowing him to freely seek gainful employment and make investments in new telecommunications and Internet ventures. Mr. Stritzinger's telecommunications experience ranges from constructing and operating next-generation Inter/IntraLATA telecommunications networks to arranging capital financing sources to fund business activities.

**Rudolph J. Geist** is the Company's co-founder, President and General Counsel. Prior to joining SpectrumLink, Mr. Geist was Executive Vice President, General Counsel of O1 Communications, Inc., a multi-state CLEC with existing operations in the Western U.S., and the company from which SpectrumLink is purchasing Applicant. Before joining O1 Communications and SpectrumLink, Mr. Geist practiced telecommunications law with the Washington, DC-based firm of Wilkes, Artis, Hedrick & Lane, where he specialized in defining and developing Internet and emerging telecommunications law, and represented ISPs and telecommunications carriers in state and federal policy and regulatory matters. Mr. Geist was also co-founder of U.S. Netway, Inc., an ISP servicing Pennsylvania. He regularly publishes in the areas of telecommunications and Internet regulatory policy, including columns for *Boardwatch Magazine*, *CLEC Magazine*, *ISP Report: The Financial Newsletter for Internet Service Providers*, and contributions to *ISP Today Magazine*, *Rural Telecommunications*, and *UTC Journal*. Mr. Geist also regularly lectures at ISPCON and IIR Interconnection. Mr. Geist received his law degree from the Communications Law Institute at Washington, DC-based Catholic University of America, where he served as lead articles editor of *CommLaw Conspectus: Journal of Communications Law and Policy*. He graduated *magna cum laude* and Phi Beta Kappa with an honors interdisciplinary degree in communications law from Temple University.

**James R. Stritzinger** is the Company's co-founder Chief Operating Officer and Chief Financial Officer. Previous to co-founding SpectrumLink, Mr. Stritzinger was founder, President and co-proprietor of DPI with William Stritzinger and oversaw all day-to-day activities of the business. Mr. Stritzinger has over 20 years of experience in the telecommunications and Internet industry.

The Company is currently recruiting other qualified executives and managers to execute its business plan.

**TECHNICAL:**

No change from original application.